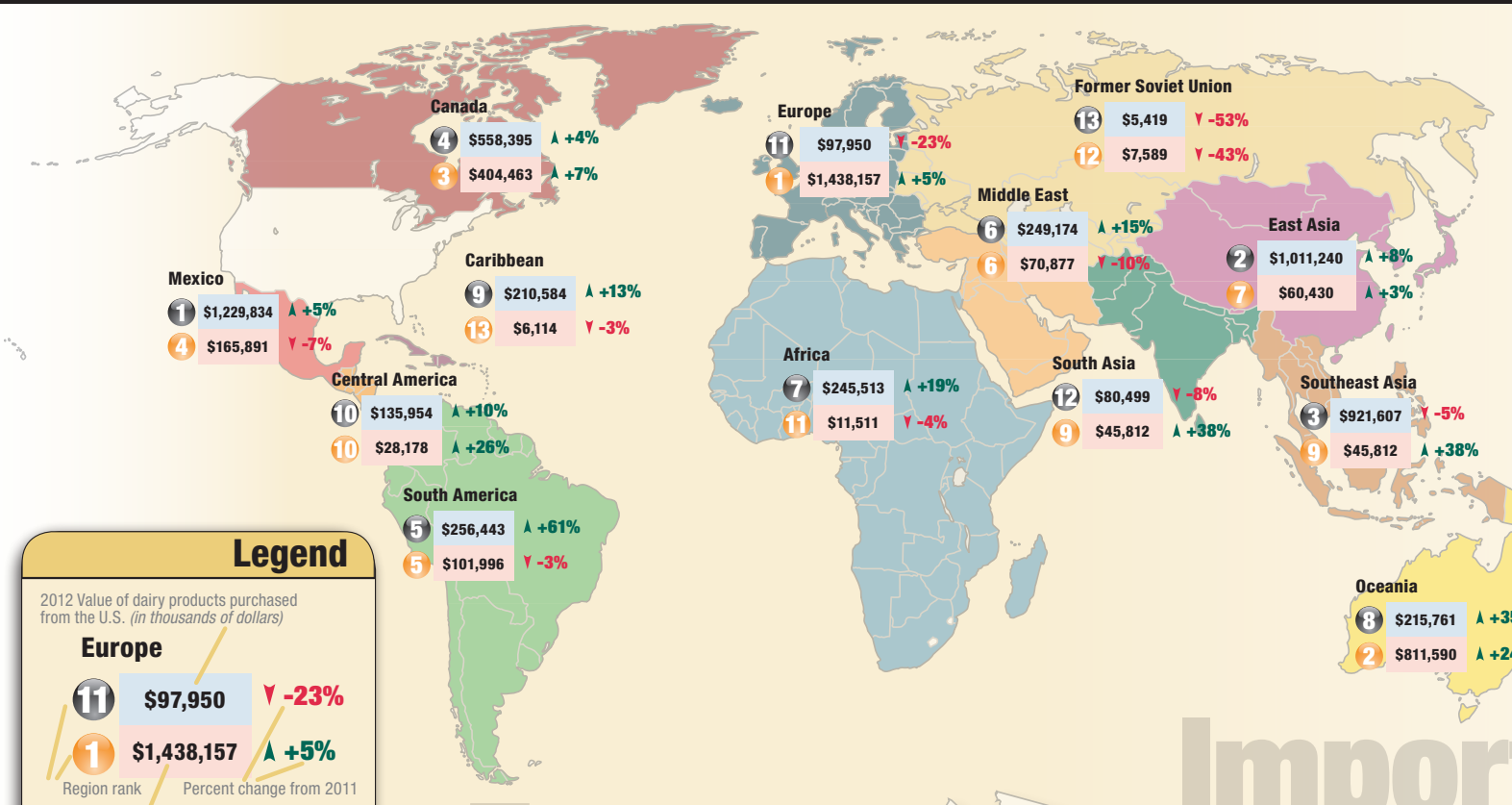


2012 U.S. & International dairy trade

Jerome, ID — (800) 320-1424 or (208) 324-7513 • Edgerton, WI — (608) 576-2580 • Irvine, CA — (949) 253-4191 or (877) 532-4376



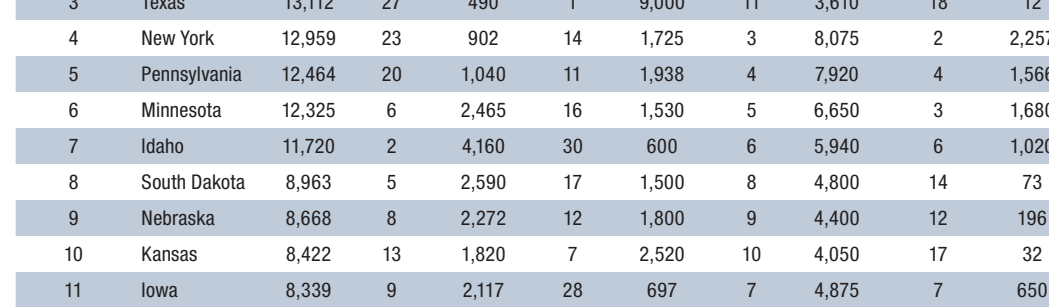
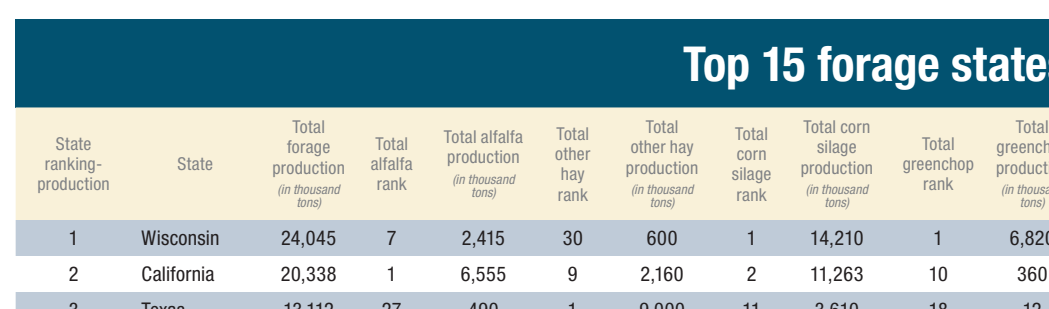
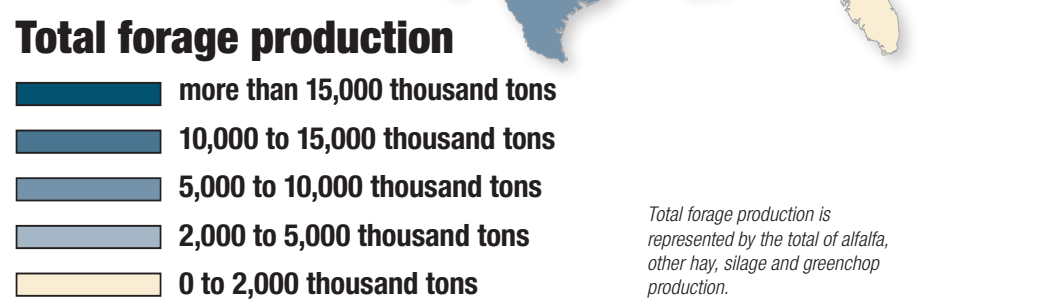
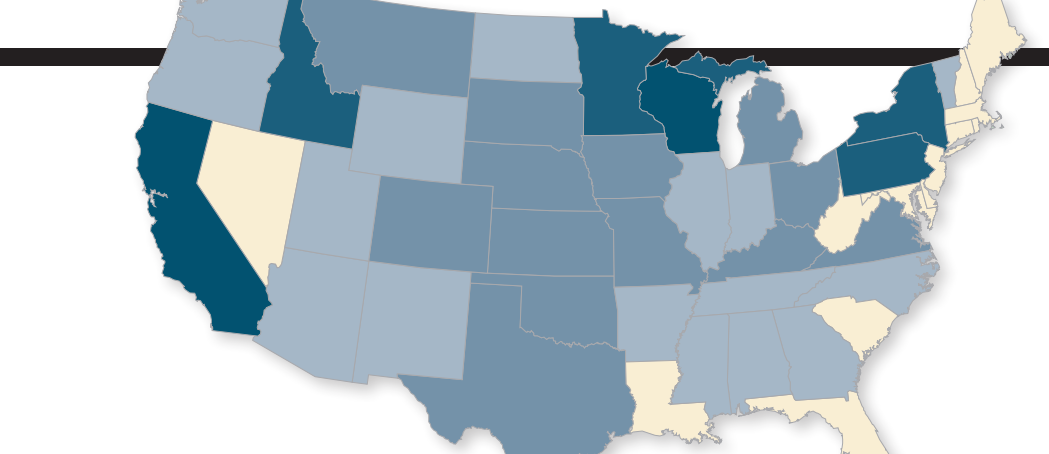
Top 15 countries selling dairy products to the U.S.

Rank	Country	2012 Imports (in thousands of dollars)	Percent change from 2011
1	New Zealand	734,311	+30%
2	Canada	404,463	+7%
3	Italy	319,567	-2%
4	France	206,577	-3%
5	Mexico	165,891	-7%
6	Netherlands	156,186	+4%
7	Ireland	131,418	-5%
8	Denmark	125,542	+20%
9	Germany	117,984	+68%
10	Switzerland	81,337	+7%
11	Australia	77,150	-14%
12	United Kingdom	63,292	+38%
13	Spain	62,337	+6%
14	Argentina	53,058	-22%
15	Turkey	53,595	+26%

Milk production for selected countries

Milk production rank	Country	Total milk production (in million metric tons)	Percent change from 2011-2012	Cows in milk (in million head)	Percent change from 2011-2012	Milk production per cow (in lbs/cow)	Percent change from 2011-2012	Gallons of milk produced per capita per month	Percent change from 2011-2012	Domestic fluid milk consumption as a % of country's total milk production			
1	European Union	308,644,000	+1.3%	2	22877	-1.1%	5	5.9	+1.1%	24%			
2	United States	199,648,576	+1.7%	4	9225	+0.3%	2	21,642	+1.4%	4	6.1	+0.9%	32%
3	India	122,355,500	+3.7%	1	46400	+5.3%	16	2,637	+0.4%	12	1.0	+3.7%	94%
4	China	71,649,500	+5.9%	6	8000	+5.0%	10	8,956	+0.8%	14	0.5	+5.3%	41%
5	Russia	70,877,890	+1.3%	5	8600	-0.6%	12	8,242	+1.9%	8	4.8	+1.0%	35%
6	Brazil	69,422,854	+2.5%	3	19900	+3.6%	14	3,489	-1.1%	9	3.5	+1.7%	37%
7	New Zealand	44,859,201	+7.3%	8	5021	+4.3%	11	8,934	+2.9%	1	97.5	+6.9%	1.5%
8	Argentina	26,047,349	+3.0%	10	2193	-2.0%	8	11,877	+1.0%	3	6.3	+3.0%	18%
9	Mexico	24,587,904	+1.0%	7	6350	-0.8%	13	3,872	+1.8%	10	2.0	-3.0%	37%
10	Ukraine	24,030,140	-0.9%	9	2582	-1.9%	9	9,307	+2.8%	7	5.1	+1.1%	49%
11	Australia	22,079,069	+4.7%	11	1650	+1.9%	6	13,381	+2.8%	2	9.3	+4.4%	25%
12	Canada	18,628,870	+0.6%	12	985	+0.2%	4	18,913	+0.4%	6	5.2	-3.8%	38%
13	Japan	16,688,822	+1.3%	13	813	+1.0%	3	20,527	+0.3%	11	1.3	+1.6%	53%
14	South Korea	4,221,809	+1.4%	14	194	+1.6%	1	21,762	-0.1%	13	0.8	-1.5%	80%
15	Taiwan	696,654	-6.0%	15	57	+3.6%	7	12,222	-9.3%	15	0.3	-6.3%	103%
16	Philippines	39,883	+5.9%	16	15	+7.1%	15	2,646	-1.2%	16	0.004	+7.8%	317%

2012 U.S. forage statistics



Top 15 forage states

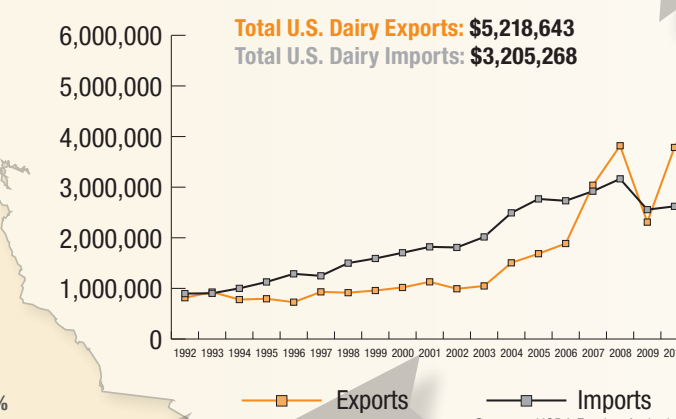
State ranking-production	State	Total forage production (in thousand tons)	Total alfalfa production (in thousand tons)	Total other hay production (in thousand tons)	Total corn silage production (in thousand tons)	Total greenchop production (in thousand tons)
1	Wisconsin	24,045	7	2,415	30	600
2	California	20,338	1	6,555	9	2,160
3	Texas	13,112	27	490	1	9,000
4	New York	12,959	23	902	14	1,725
5	Pennsylvania	12,464	20	1,040	11	1,938
6	Minnesota	12,325	6	2,465	16	1,530
7	Idaho	11,720	2	4,160	30	600
8	South Dakota	8,963	5	2,590	17	1,500
9	Nebraska	8,668	8	2,272	12	1,800
10	Kansas	8,422	13	1,820	7	2,520
11	Iowa	8,339	9	2,117	28	697
12	Missouri	7,074	26	494	2	4,760
13	Colorado	6,961	4	2,625	23	1,136
14	Michigan	6,837	16	1,386	35	465
15	Kentucky	6,047	25	522	3	4,400
Top 15 Totals		168,274		31,853		34,631
U.S. total		250,918		52,049		67,829

Top 15 countries buying U.S. dairy products

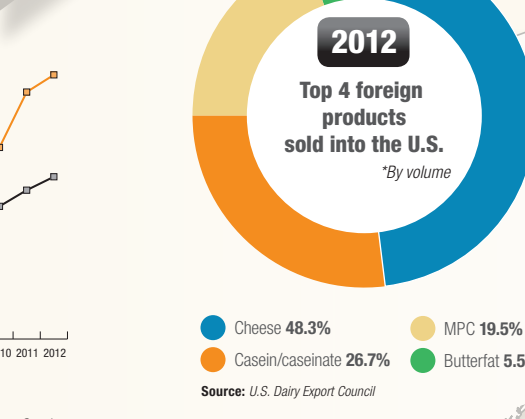
Rank	Country	2012 Exports (in thousands of dollars)	Percent change from 2011
1	Mexico	1,229,834	+5%
2	Canada	558,395	+4%
3	China	416,002	+15%
4	Philippines	316,969	+13%
5	Japan	284,764	+3%
6	South Korea	226,104	+2%
7	Indonesia	190,260	-11%
8	Vietnam	139,582	-25%
9	Malaysia	133,094	-3%
10	Saudi Arabia	126,903	+13%
11	New Zealand	107,580	+58%
12	Australia	105,667	+18%
13	Singapore	87,647	+12%
14	Egypt	73,866	-20%
15	Brazil	72,427	+79%



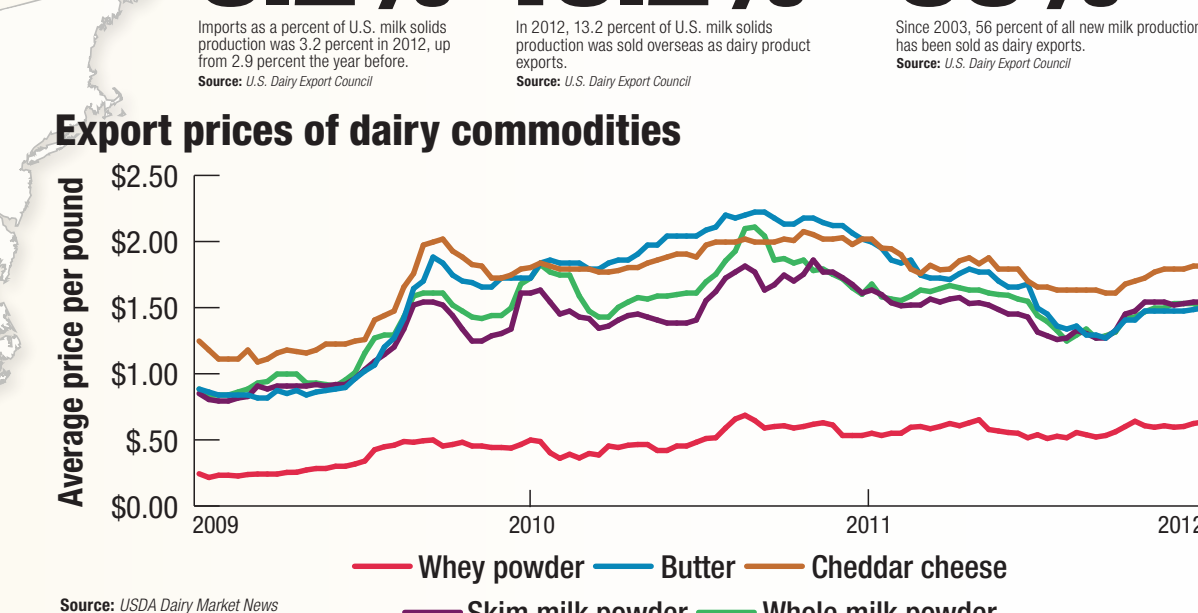
U.S. dairy exports/imports (in thousands of dollars)



Top 4 foreign products sold into the U.S.



Export prices of dairy commodities



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2012 U.S. dairy statistics

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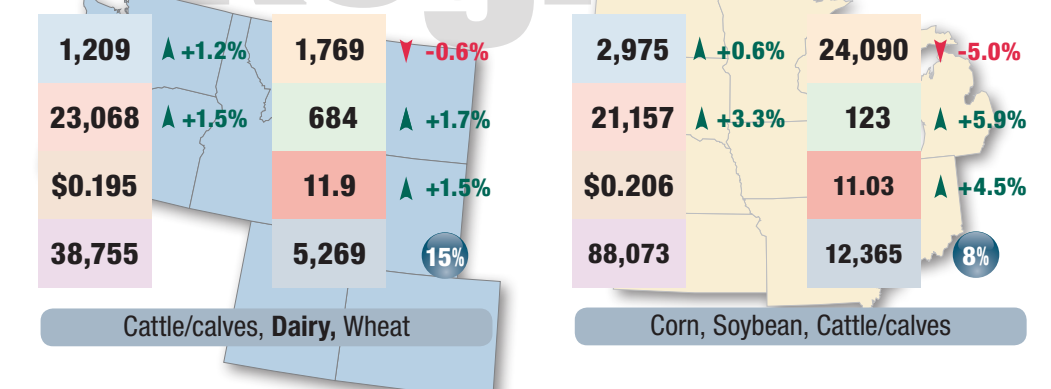
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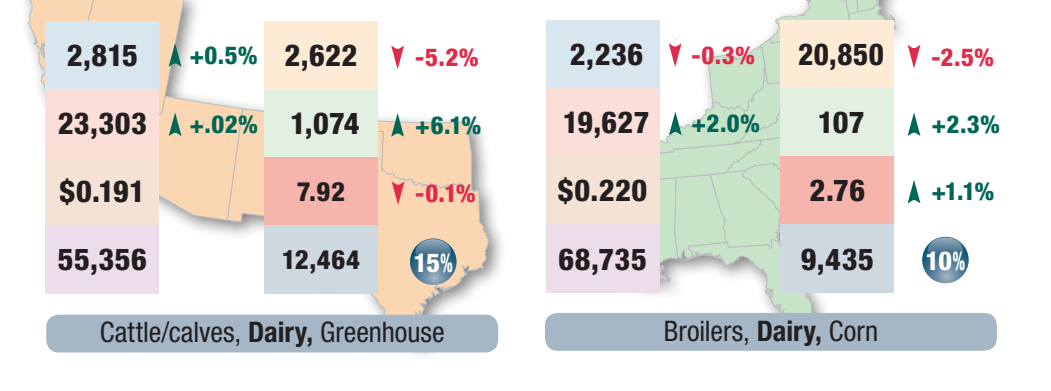
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State rank	State	Total milk production (in millions of lbs.)	Percentage increase/decrease in total milk from 2011-2012	Number of cows (in thousands)	Percentage increase/decrease in number of cows from 2011-2012	Milk per cow (lbs. per year)	Percentage increase/decrease in milk per cow from 2011-2012	Number of licensed dairy herds	Change in licensed herds from 2011-2012	Average herd size	Change in avg. herd size from 2011-2012
1	California	41,801	+0.9%	1,782	+0.7%	23,457	+0.1%	1,650	-25	1,080	+24
2	Wisconsin	27,224	+4.5%	1,270	+0.4%	21,436	+4.1%	11,490	-610	1,111	+6
3	Idaho	13,558	+2.3%	580	+0.3%	23,376	+1.9%	565	-10	1,027	+21
4	New York	13,196	+2.8%	610	NC	21,633	+2.8%	5,150	-100	118	+2
5	Pennsylvania	10,493	-0.5%	536	-0.9%	19,576	+0.4%	7,140	-100	75	NC
6	Texas	9,596	+0.1%	436	+1.1%	22,009	-1.0%	500	-90	872	+141
7	Minnesota	9,071	+2.0%	465	-0.6%	19,508	+2.7%	4,125	-200	113	+5
8	Michigan	8,889	+4.8%	375	+2.5%	23,704	+2.3%	2,130	-30	176	+7
9	New Mexico	8,149	-0.4%	330	+0.3%	24,694	-0.6%	140	NC	2,357	+7
10	Washington	6,234	+1.1%	262	+0.8%	23,794	+0.3%	480	+10	546	-7
11	Ohio	5,355	+4.1%	270	+0.7%	19,833	+3.3%	3,060	-110	88	+4
12	Arizona	4,508	+2.2%	188	NC	23,979	+2.2%	110	NC	1,709	NC
13	Iowa	4,433	+2.0%	204	NC	21,730	+2.0%	1,580	-90	129	+7
14	Indiana	3,739	+5.2%	175	+1.7%	21,366	+3.4%	1,570	-80	111	+7
15	Colorado	3,213	+7.2%	134	+4.7%	23,978	+2.3%	130	NC	1,031	+46
16	Kansas	2,731	+5.6%	126	+2.4%	21,675	+3.1%	340	-30	371	+38
17	Vermont	2,569	+1.2%	133	-0.7%	19,316	+2.0%	970	-30	137	+3
18	Oregon	2,513	+1.4%	123	+1.7%	20,431	-0.3%	270	NC	456	+7
19	Florida	2,338	+3.0%	123	+3.4%	19,008	-0.3%	130	-10	946	+96
20	South Dakota	1,968	+5.1%	92	+1.1%	21,991	+4.0%	325	-25	283	+23
21	Illinois	1,951	+2.8%	100	+2.0%	19,510	+0.8%	760	-50	132	+11
22	Utah	1,951	+5.2%	90	+2.3%	21,678	+2.9%	230	-10	391	+25
23	Virginia	1,727	+0.5%	96	NC	17,990	-0.5%	680	-10	141	+2
24	Georgia	1,530	+5.5%	80	+1.3%	19,125	+4.2%	250	-10	320	+16
25	Missouri	1,404	+1.2%	94	-1.1%	14,936	+2.2%	1,430	-100	66	+4
26	Nebraska	1,186	+1.1%	56	-1.8%	21,179	+2.9%	210	-35	267	+34
27	Kentucky	1,120	+2.8%	74	-2.6%	15,135	+5.5%	840	-60	88	+4
28	Maryland	979	-0.9%	51	-1.9%	19,196	+2.9%	500	-10	102	NC
29	North Carolina	940	+4.0%	46	+2.2%	20,435	+1.7%	270	-20	170	+15
30	Oklahoma	849	-8.0%	48	-9.4%	17,688	+1.6%	200	-30	240	+10
31	Tennessee	805	-0.6%	50	-0.6%	16,100	-0.6%	420	-30	119	+8
32	Nevada	666	-0.7%	29	NC	22,966	-0.7%	20	NC	1,450	NC
33	Maine	613	+2.5%	33	+3.1%	18,576	-0.6%	310	NC	106	+3
34	Connecticut	358	-0.8%	18	-5.3%	19,889	+4.7%	130	-10	138	+3
35	North Dakota	347	+0.6%	18	-5.3%	19,278	+6.2%	130	-15	138	+7
36	Montana	299	+3.8%	14	NC	21,357	+3.8%	70	NC	200	NC
37	South Carolina	277	-0.7%	16	NC	17,313	-0.7%	80	NC	200	NC
38	New Hampshire	275	-3.8%	14	NC	19,643	-3.8%	120	NC	117	NC
39	Louisiana	224	-3.4%	17	-5.6%	13,176	+2.2%	140	NC	121	-7
40	Massachusetts	219	-0.5%	12	-7.7%	18,250	+7.9%	150	-10	80	-1
41	Mississippi	201	-1.5%	14	NC	14,357	-1.5%	110	-10	127	+11
42	West Virginia	158	+1.3%	10	NC	15,800	+1.3%	95	NC	105	NC
43	Arkansas	133	-6.3%	10	-16.7%	13,300	+12.4%	110	-10	91	-9
44	Alabama	132	-9.0%	10	-9.1%	13,200	+0.1%	50	-5	200	NC
45	New Jersey	130	-3.7%	7	-12.6%	18,571	+10.0%	80	-5	88	-7
46	Wyoming	125	+1.5%	6	NC	20,817	+1.5%	20	NC	300	NC
47	Delaware	93.8	+2.5%	4.9	-2.0%	19,143	4.6%	50	NC	98	-2
48	Hawaii	28.4	+3.6%	2	+5.3%	14,200	-1.6%	2	NC	1,000	+50
49	Rhode Island	18.3	-7.1%	1	-9.1%	18,300	+2.2%	15	NC	67	-7
50	Alaska	5.7	-17.4%	0.4	-20.0%	14,250	+3.3%	4	NC	100	-25
U.S. total		200,324	+2.1%	9,233	+0.4%	21,697	+1.7%	49,331	-1,960	187	+8

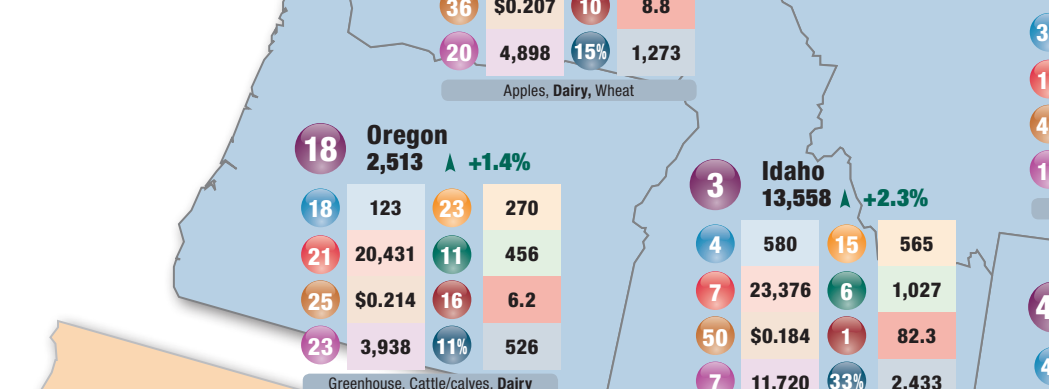
Region



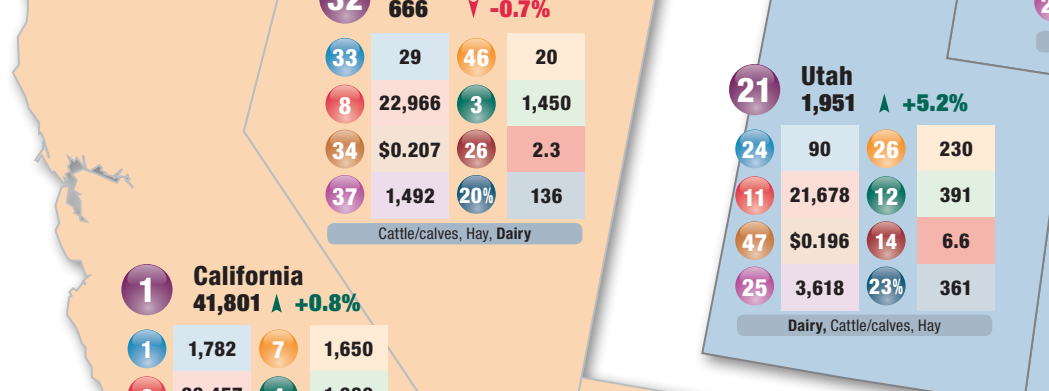
Southwest



Midwest



East Coast



10-year growth

Additional milk production from 2003 to 2012 (millions of lbs. of milk)

State	Production (millions of lbs.)
California	6,364
Wisconsin	4,958
Idaho	4,784
Texas	3,966
Michigan	2,514
New Mexico	1,483
New York	1,244
Colorado	1,060
Arizona	956
Ohio	865
Minnesota	813
Indiana	800
Washington	653
South Dakota	638
Iowa	623

Bottom 5

Louisiana	-295
Kentucky	-345
Tennessee	-400
Oklahoma	-463
Missouri	-482

3-year growth

Additional milk production from 2009 to 2012 (millions of lbs. of milk)

State	Production (millions of lbs.)
California	2,289
Wisconsin	1,985
Idaho	1,408
Michigan	921
Texas	756
Washington	673
Arizona	432
Colorado	374
Indiana	356
Oregon	265
Florida	260
New Mexico	245
Kansas	243
Utah	184

Bottom 5

Pennsylvania	-58
Kentucky	-72
Tennessee	-104
Oklahoma	-153
Missouri	-164

1-year growth

Additional milk production from 2011 to 2012 (millions of lbs. of milk)

State	Production (millions of lbs.)
Wisconsin	1,166
Michigan	411
New York	358
California	339
Idaho	302
Colorado	214
Ohio	211
Indiana	186
Minnesota	181
Kansas	146

Bottom 10

Nevada	-5
New Jersey	-5
Tennessee	-5
Louisiana	-8
Arkansas	-9
New Hampshire	-11
Alabama	-13
New Mexico	-28
Pennsylvania	-54
Oklahoma	-74

Legend

State ranking - total milk production

State ranking - number of cows

State ranking - milk per cow

State ranking - 2011 Value of milk per lb.

All forage production (in thousands of tons)

State ranking - total milk production

State ranking - number of cows

State ranking - average herd size

State ranking - average herd size

State ranking - GMPM

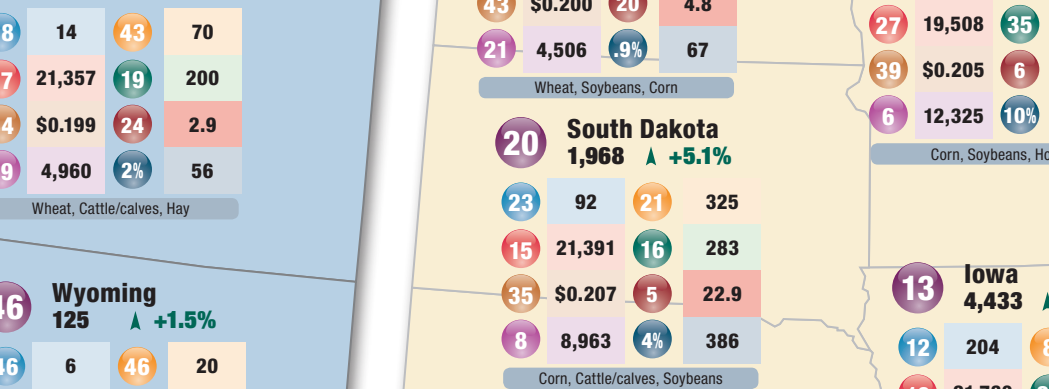
State ranking - 2011 dairy receipts as a percentage of state's total farm receipts

State ranking - 2011 dairy receipts annual total (in millions of dollars)

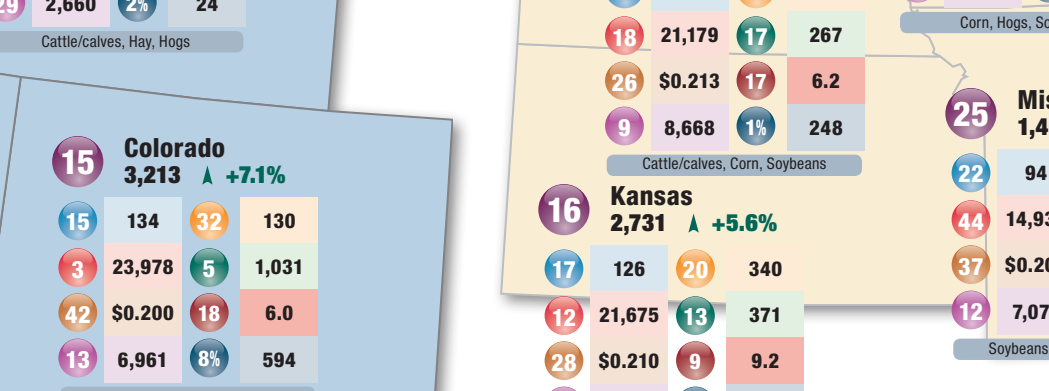
State's top 3 farm commodities

All information is from 2012, unless otherwise noted.

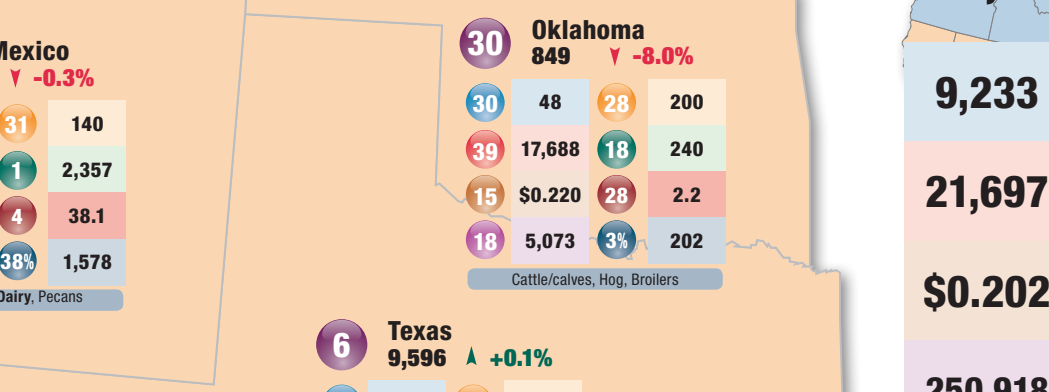
United States



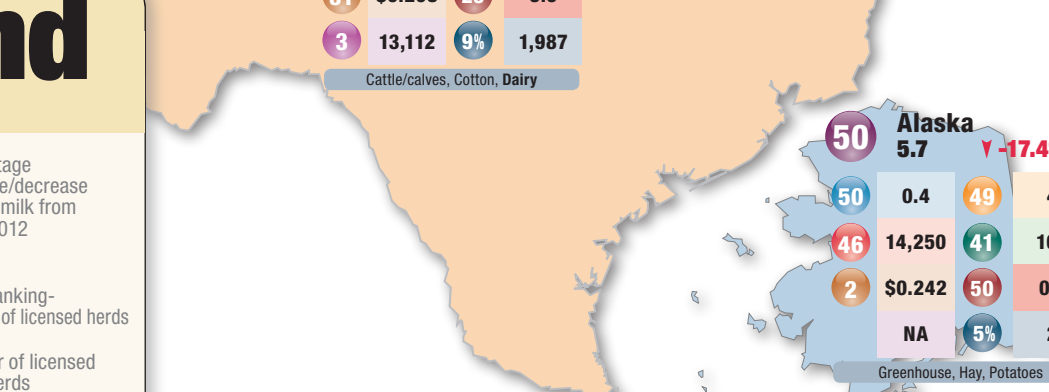
Northwest



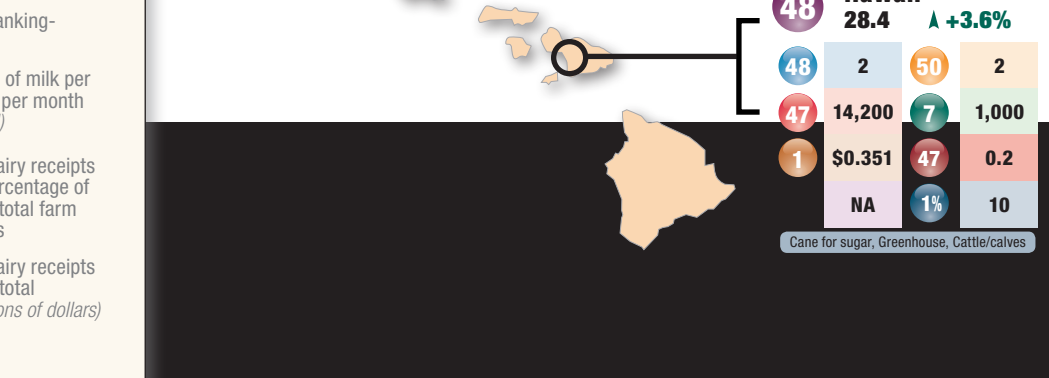
Midwest



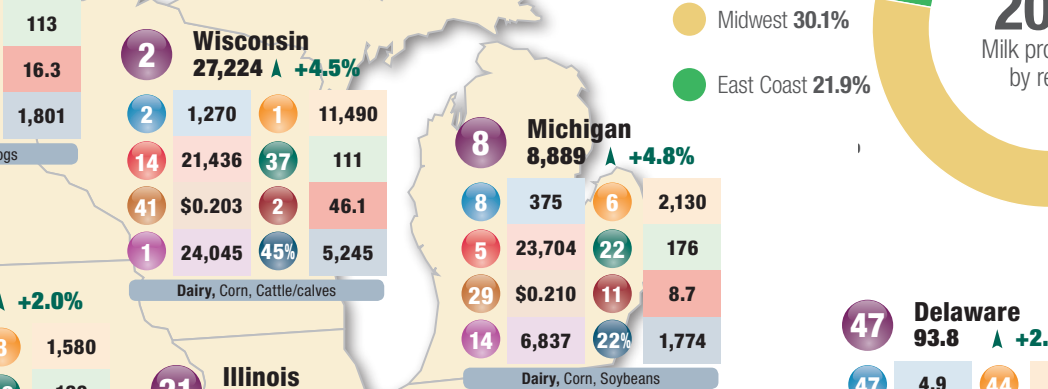
Southwest



East Coast



2012 Milk production by region



Top 50 dairy counties

(monthly totals in lbs. from May 2012)

State	County	May 2012	Rank	May 2011	Rank	Change
CA	Tulare	1,015,830,923	1	994,406,833	1	+2.2%
CA	Merced	517,298,213	2	485,778,110	2	+6.5%
CA	Stanislaus	379,512,658	3	354,656,378	4	+7.0%
CA	Kings	375,194,844	4	387,430,527	3	-2.1%
CA	Kern	366,047,835	5	347,826,928	5	+5.2%
AZ	Maricopa	337,173,415	6	317,601,935	6	+6.2%
ID	Gooding	335,635,712	7	286,193,297	7	+17.3%
CA	Fresno	238,621,565	8	242,208,658	8	-1.5%
WA	Yakima	227,209,885	9	217,213,163	9	+4.6%
CA	San Joaquin	209,922,044	10	208,959,985	10	+0.5%
PA	Lancaster	198,159,121	11	202,210,314	11	-2.0%
CA	Madera	160,558,374	12	158,537,488	14	+1.3%
ID	Jerome	150,094,564	14	152,991,439	15	+4.0%
ID	Twin Falls	151,726,255	15	176,487,255	12	-14.0%
CA	San Bernardino	149,827,607	16	143,470,776	17	+4.4%
CO	Weld	149,733,847	17	130,323,627	19	+14.9%
NM	Curry	140,520,778	18	149,144,461	16	-5.8%
ID	Cassia	110,871,590	19	140,968,016	18	-21.4%
ID	Clark	110,672,682	20	104,563,111	22	+5.8%
NM	Roosevelt	109,349,953	21	105,928,139	21	+3.2%
NM	Manitou	107,138,244	22	103,098,082	23	+3.9%
NM	Stearns	106,393,169	23	107,291,556	20	-8.8%
WI	Marathon	105,512,044	24	98,427,495	26	+7.2%
WI	Dane	105,243,099	25	96,136,338	27	+7.2%
WI	Fond Du Lac	99,430,586	26	92,080,283	29	+8.0%
WY	Wyoming	92,987,412	27	87,031,039	33	+6.8%
WI	Brown	92,324,375	28	88,145,066	32	+4.7%
CA	Riverside	92,175,650	29	90,116,330	-	-2.3%
WA	Whitcom	90,924,651	30	91,994,102	30	-1.2%
WI	Outagamie	90,901,373	31	93,544,795	28	-2.8%
NM	Doña Ana	83,926,284	32	89,547,571	31	-6.3%
TX	Erath	81,851,510	33	102,851,337	24	-20.4%
WI	Huron	81,431,149	34	74,000,176	37	+10.0%
WI	Keewaunee	78,920,272	35	76,157,685	35	+3.6%
NY	Cayuga	78,36				